HLMN - HILLMAN ENTREPRENEURS PROGRAM

HLMN470 Fundamentals of Entrepreneurial Ventures (3 Credits)
Learn the processes and skills needed to launch and manage start-
up ventures, including technology startups. Assess the feasibility of a
startup ventures, as well as how to apply best practices for planning,
launching, and managing new companies by using real-world examples
and in-depth case studies. Discuss a wide range of issues of importance
and concern to entrepreneurs and learn to recognize opportunity, assess
the skills and talents of successful entrepreneurs, and learn models and
approaches that help navigate uncertainty.
Restriction: Restricted to students in the Hillman Entrepreneurs Program.
Credit Only Granted for: HLMN470, ENES460 or BMGT461.
Additional Information: HLMN470 may not count toward any BMGT major
or minor degree.

HLMN471 Entrepreneurial Finance (3 Credits)
Examine the elements of entrepreneurial finance, develop and analyze
financial statements, focusing on technology-based startup ventures
and the early stages of company development. Address key questions
that challenge all entrepreneurs: how much money can and should
be raised; when it should be raised and from whom; how to define a
reasonable valuation of a company; and how to structure funding,
develop employment contracts, and make exit decisions. Analyze the
variety of financing models across a venture’s life cycle, with an aim to
understanding the incentives of each type of investor and the relative
costs and benefits of each source of funding.
Restriction: Restricted to students in the Hillman Entrepreneurs Program.
Credit Only Granted for: HLMN471, ENES466 or BMGT365.
Additional Information: HLMN471 may not count toward any BMGT major
or minor degree.

HLMN472 Strategies for Innovation & Entrepreneurship (3 Credits)
Understand the process of technological change; the ways that firms
come up with innovations; the strategies that firms use to benefit from
innovation; and how to create new value not only through new products
or services, but with novel technologies, business concepts, organizing
structures, transaction/financing mechanisms, distribution channels,
and market segmentation. Challenge students to think about how to
create value and build a productive business organization with available
resources (e.g. intelligence, insight, energy, initiative and personal
relationships).
Restriction: Restricted to students in the Hillman Entrepreneurs Program.
Credit Only Granted for: HLMN472, BMGT467, or ENES463.
Additional Information: HLMN472 may not count toward any BMGT major
or minor degree.

HLMN473 Consulting in Tech Entrepreneurship (3 Credits)
Apply the entrepreneurship/business principles learned in the classroom
to real-world consulting projects. Gain practical experience by solving
actual business situations and by dealing with ambiguity and uncertainty
inherent in fast-moving technical organizations. Develop key skills in
negotiation, group dynamics, organization, and planning.
Restriction: Restricted to students in the Hillman Entrepreneurs Program.
Additional Information: HLMN473 may not count toward any BMGT major
or minor degree.